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automotive FLEET®

CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

SPECIAL REPORT:
Industry Cost Study
plus
Reducing Maintenance Expense
National Account Trends
Light Truck Recycling
AF's Award Nominees

GE Capital Buys McCullagh For $450 Million

Handshake Closing: Jim Rogers & Jim Culotta

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FLEET®

CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

March 1990
VOL. 29,NO. 5

Influencing the management of 4,952,000 cars and 2,070,000 light trucks and vans in business, leasing, rental, utility, government, police and taxi fleets.

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GE Capital acquired McCullagh to expand into the small to mid-size fleet market with the strategy of keeping it a separate entity.

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A report on the different approaches two fleets use to minimize vehicle repair expenses and downtime.

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This special market report is an industry-wide study of operating and maintenance costs for the car, light truck, and van fleet market.

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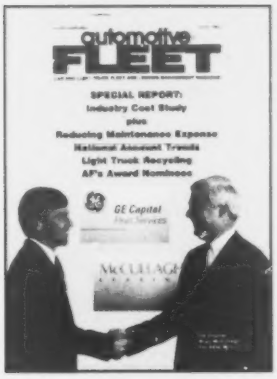
Accidents cost fleets millions annually. Here's one accident management company which assists fleets in repairs and subrogation



On the cover: Jim Rogers (left), president of GE Capital Fleet Services, and Jim Culotta, president of McCullagh Leasing, finalize the merger of their two companies with a handshake closing.

Truck/Van Section

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Factors involved in determining a light-truck's optimum service life.

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The 1990s will be a competitive decade for national account vendors, according to vehicle leasing companies. With higher quality cars being produced, vendors will have to offer better service and longer warranties to attract customers.

National Account Program Trends For the 1990s

National account programs were developed by tire manufacturers to allow fleets to conveniently and inexpensively obtain service. As the 1990s begin, convenience and price level are still the main advantages of national accounts. However, with the improvement in automobile quality, national account chains are playing a different role in the servicing of fleet vehicles. The 1990s will most likely bring a more competitive environment for national account companies. Efficient cars require fewer repairs. In order to attract fleet customers, better service and a faster turnaround time will be emphasized by national accounts. This will result in reduced downtime and cost-effective repairs which will help companies control fleet costs.

Extended warranties offered by manufacturers are causing national account vendors to move away from offering major repairs like front end alignments and emission control service, says Gary Taylor, director of fleet management services at United States Fleet Leasing. Instead, brake repairs, oil and filter changes, and lube jobs will be the major market for national accounts, according to Taylor.

Fleet Benefits

One advantage of a national account program is that vehicle service is available on a local basis throughout the country at uniform pricing. As the number of fleet cars increases, national account chains will most likely offer more outlets nationwide, says Anne Jones, vice president of marketing at USFL. Also, warranty work for national account service is being extended.

The 1990s will most likely bring a more competitive environment requiring better service and faster turnaround time.

Options

There are choices of national account programs. For instance, there are national account card programs that allow drivers to obtain service through an issued credit card. The invoice for the service is then sent directly to the fleet department.

One variation is a purchase order program requiring a purchase order to be presented to a service location instead of a credit card. Many fleets prefer a purchase order system because it allows them to control transactions prior to the repair work being performed. Typically, purchase order distribution will be controlled by the fleet department.

Another type of option is a coupon preventive maintenance program. Coupon booklets are distributed in vehicles or to drivers to ensure repairs and services are performed at specific mileage intervals.

These services are also available through major vehicle leasing companies or fleet maintenance and management service companies such as Consolidated Service. Among vehicle lessors, ARI's Service/Savings Program offers similar national account programs at a 25 to 40 percent discount off regular retail prices nationwide at over 40,000 locations. Included in ARI's preventive maintenance coupon program are "tickler" notices sent directly to fleet drivers to remind them of required service. If the service is not performed, ARI will immediately notify the fleet manager. ARI also issues a Universal Gasoline Credit Card that allows drivers to charge fuel purchases nationwide at participating gasoline chains.

ARI's national account programs fall under its Total Management

(Continued on page 66.)

SPECIAL MARKETING REPORT

OPERATING & MAINTENANCE COST STUDY

TOTAL ANNUAL OPERATING & MAINTENANCE COSTS
Cars & Trucks

Vocation	Per Vehicle Year	Annual Cost
Commercial ➤*Combined* Leasing	1,911.86	7,825,242,980.00
Government	1,207.71	956,506,320.00
Utilities	1,474.55	1,689,834,300.00
Rental	577.93	583,709,300.00
Police Taxi	1,420.49	113,639,250.00
TOTAL AVG.	1568.45	11,168,932,250.00

ANNUAL COST BY EXPENSE CATEGORY
Total Fleet

Expense Category	Per Vehicle Year	Annual Cost*
Fuel	890.00	6,342,817,020.00
Oil	39.77	283,202,170.00
Engine Tune-up	63.56	452,610,760.00
Cooling System	3.84	27,344,640.00
Brakes	65.08	463,434,680.00
Tires	95.60	680,767,600.00
Air Cond.	2.02	14,384,420.00
Glass	17.00	121,911,520.00
Transmission	27.29	194,332,090.00
Exhaust System	11.40	81,779,400.00
Collision Repair	164.02	1,167,986,420.00
Other	188.03	13,389,961,530.00
TOTAL AVG.	1,568.45	11,168,932,250.00

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FLEET REPLACEMENT CRITERIA
Passenger Cars

Vocation	Service Months	Replacement Mileage	Annual Mileage
Commercial	27.7	45,179	19,572
Leasing	26.6	57,137	25,776
TOTAL	27.0	56,349	25,044
Utilities	78.3	76,108	11,664
Government	68.9	77,581	13,512
TOTAL	70.4	77,532	13,225
TOTAL	45.7	65,217	17,125
Rental	**7.6**	**15,466**	**24,420**

FLEET REPLACEMENT CRITERIA
Light Truck Std. Vans

Vocation	Service Months	Replacement Mileage	Annual Mileage
Commercial	36.0	60,012	20,004
TOTAL	36.0	60,012	20,004
Utilities	87.0	82,215	11,340
Government	113.4	138,461	14,652
TOTAL	107.4	123,725	13,824
TOTAL	97.5	119,277	14,680
Rental	**NA**	**NA**	**NA**

FLEET REPLACEMENT CRITERIA
Mini-Vans

Vocation	Service Months	Replacement Mileage	Annual Mileage
Commercial	35.3	56,692	19,272
TOTAL	35.3	56,692	19,272
Utilities	67.0	62,245	11,220
Government	81.0	81,891	12,132
TOTAL	79.6	79,918	12,048
TOTAL	44.2	65,622	17,816
Rental	**NA**	**NA**	**NA**

ANNUAL COST BY EXPENSE CATEGORY
Commercial/Leasing

Expense Category	Per Vehicle/ Year	Annual Cost
Fuel	1,150.49	4,708,955,570.00
Oil	25.79	105,558,470.00
Engine Tune-up	38.48	157,458,640.00
Cooling System	(Incl. In "Other")	
Brakes	80.15	328,053,950.00
Tires	109.34	447,528,620.00
Air Cond.	(Incl. In "Other")	
Glass	23.35	95,571,550.00
Transmission	20.71	84,766,030.00
Exhaust System	(Incl. In "Other")	
Collision Repair	215.69	882,819,170.00
Other	247.86	1,014,490,980.00
TOTAL/AVG.	1,911.86	7,825,242,980.00

ANNUAL COST BY EXPENSE CATEGORY
Utilities

Expense Category	Per Vehicle/ Year	Annual Cost
Fuel	735.00	842,378,760.00
Oil	99.25	113,740,400.00
Engine Tune-up	171.01	195,977,460.00
Cooling System	(Incl. In "Other")	
Brakes	69.30	79,417,800.00
Tires	110.00	126,174,600.00
Air Cond.	(Incl. In "Other")	
Glass	(Incl. In "Other")	
Transmission	62.6	71,751,060.00
Exhaust System	36.80	42,172,800.00
Collision Repair	NA	NA
Other	190.42	218,221,320.00
TOTAL/AVG.	1,474.5	1,689,834,300.00

ANNUAL COST BY EXPENSE CATEGORY
Government

Expense Category	Per Vehicle/ Year	Annual Cost
Fuel	719.92	570,176,640.00
Oil	54.38	43,068,960.00
Engine Tune-up	94.96	75,208,320.00
Cooling System	28.69	22,722,480.00
Brakes	64.18	50,830,560.00
Tires	110.04	87,151,680.00
Air Cond.	18.00	14,256,000.00
Glass	6.36	5,037,120.00
Transmission	45.09	35,711,280.00
Exhaust System	18.57	14,707,440.00
Collision Repair	47.52	37,635,840.00
Other	0.00	0.00
TOTAL/AVG.	1,207.00	956,506,320.00

ANNUAL COST BY EXPENSE CATEGORY
Rental

Expense Category	Per Vehicle/ Year	Annual Cost
Fuel	148.89	150,378,900.00
Oil	17.51	17,685,100.00
Engine Tune-up	18.77	18,957,700.00
Cooling System	4.29	4,332,900.00
Brakes	(Incl. In "Other")	
Tires	12.30	12,423,000.00
Air Cond.	(Incl. In "Other")	
Glass	19.70	19,897,000.00
Transmission	(Incl. In "Other")	
Exhaust System	23.15	23,381,500.00
Collision Repair	231.75	234,158,400.00
Other	101.48	102,494,800.00

NOTE: Only Purchases Made by Rental Co. Are Included

TOTAL/AVG.	577.93	583,709,300.00

ANNUAL COST BY EXPENSE CATEGORY
Police/Taxi

Expense Category	Per Vehicle/ Year	Annual Cost
Fuel	806.44	64,515,200.00
Oil	36.02	2,881,600.00
Engine Tune-up	57.36	4,588,800.00
Cooling System	3.48	278,400.00
Brakes	58.74	4,699,200.00
Tires	86.42	6,913,600.00
Air Cond.	1.83	146,400.00
Glass	15.11	1,208,800.00
Transmission	26.43	2,114,400.00
Exhaust System	10.32	825,600.00
Collision Repair	146.55	11,884,000.00
Other	169.79	13,583,250.00
TOTAL/AVG.	1,420.00	113,639,250.00

SERVICING THE FLEET

Vocation	Service Own Vehicles*
Commercial Leasing ➤*Combined*	54.6%
Government	90.5%
Utilities	80.3%
Rental	80.7%
Polic/Taxi	79.5%
AVERAGE	66.7%

*IPA Audited & Certified

AUTOMOTIVE FLEET MARKET & PROFILE

Vocation	Circulation*	# Fleets	Cars	Lt. trucks/Vans	Total
Commercial	8,362	7,663 ➤*Combined*	2,918,000	1,175,000	4,093,000
Leasing	2,978	2,548			
Rental	1,602	1,511	870,000	140,000	1,010,000
Utilities	1,815	1,745	553,000	593,000	1,146,000
Government	2,051	1,877	543,000	249,000	792,000
Police/Taxi	747	712	75,000	5,000	80,000
(Allied)	3,337	—	—	—	—
TOTAL	20,876	16,056	4,959,000	2,162,000	7,121,000

*BPA Audited December 1989

METHODOLOGY & ANALYSIS

In August, 1989, AUTOMOTIVE FLEET assigned the project to identify the ACTUAL costs expended for operating expenses and maintenance to Al Cavalli, AF's cost consultant and recently retired Maintenance Director for Avis. Mr. Cavalli developed these data from the car and light truck fleets in AF's circulation representing a cross-section of vocational, geographical and fleet size elements to permit projection over the entire AF circulation for dependable cost totals for the industry.

Respondents: Vocation	# Responses	# Vehicles
Commercial	8	30,142
Leasing (2 Lessors) Accounts	986	226,400
Utilities	10	6,984
Government	13	29,362
Rental (3 Majors) Locations	938	282,400
TOTAL	1,955	575,288

ACTUAL operating expenses and maintenance costs were compiled for each vehicle for each vocation and then projected for total industry.

Note: Many [illegible] data by actually [illegible] operating and maintenance costs and [illegible] which could not be specifically identified as identifiable fixed costs such as [illegible] Other AF publications use ACTUAL and Assessment

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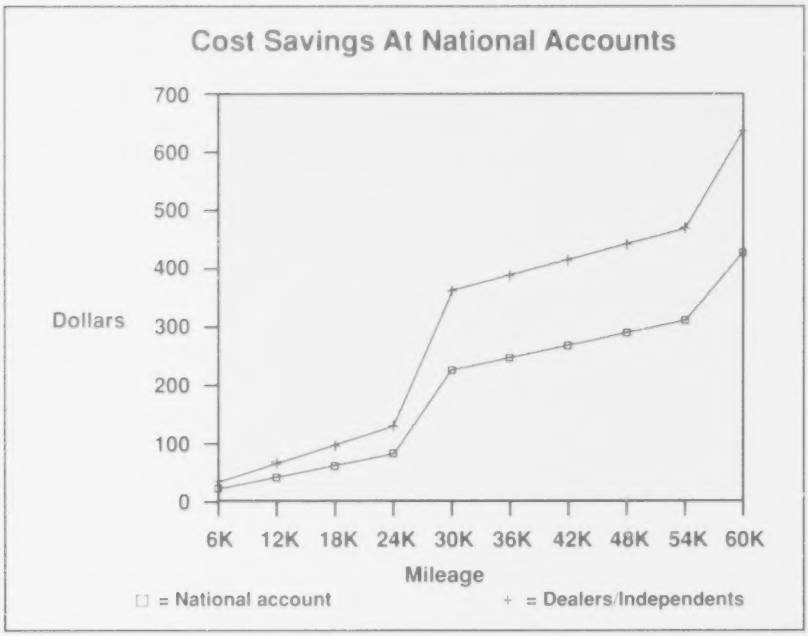
(Continued from page 60.)

System (TMS) where the lessor's service representatives handle maintenance and repair authorizations following discussions with the driver and the repair facility. Questionable repairs are discussed with the client fleet manager before service authorizations are given to a repair facility.

Clients are also kept up-to-date on all manufacturers' technical service bulletins and recall programs. Fleet managers have three ways of tracking fleet maintenance statistics under ARI's TMS program: "Access," an on-line computer system, allows a client direct access to ARI's database of vehicle service histories; "User Power" downloads the database to the client's PC and allows the client to evaluate ARI's service, and the "Fleet Management Report Series" of monthly hard copy reports cover topics such as expenses and mileage. AF



Source: United States Fleet Leasing

The graph to the left shows cumulative maintenance expense (in dollars), which is why both lines curve steadily upward and grow further apart as mileage increases. For example: At 30,000 miles the height of the line does not indicate the amount spent on maintenance at 30,000 miles, it indicates the total amount spent on maintenance from 0 through 30,000 miles; likewise, the distance between the lines indicates the cost savings from 0 through 30,000 miles.

The lines are very close together at the 6,000 mile mark (the left-most mark), because the difference between the two lines at that point indicates the cost savings on a single oil service. At 60,000 miles, the distance between the two lines indicates the cost savings accumulated over the entire life of the vehicle.

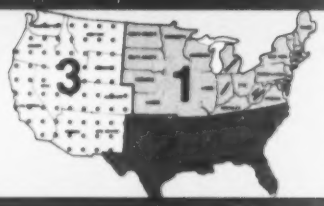
The two major upswings in the graph lines, at 30,000 miles and at 60,000 miles, reflects the fact that the maintenance schedule calls for the vehicles to have a major service at 30,000-mile intervals. A "major service" adds an engine tune-up, a cooling system service, and a transmission service to the usual lube, oil, and filter service, tire rotation, and brake inspection.

Maintenance/Repair Cost Savings National Accounts Vs. Independents

	National Account Average Cost	Dealers/Independents Average Cost	Difference	Percent Difference
Front Brake Reline	$105.00	$135.00	$30.00	29%
Front Brake Overhaul (FWD)	$137.50	$165.00	$27.50	20%
Rear Brake Reline	$78.00	$97.50	$19.50	25%
Rear Brake Overhaul	$122.00	$160.00	$38.00	31%
Four-Wheel Overhaul	$240.50	$325.00	$84.50	35%
Brake Inspection	$9.00	$12.00	$3.00	33%
Lube, Oil, Filter (5 qts.)	$19.00	$28.00	$9.00	47%
Top Fluid Levels	$6.00	$8.00	$2.00	33%
Air/Fuel/Breather Filter	$45.00	$62.00	$17.00	37%
Transmission Service	$50.00	$72.00	$22.00	44%
Front-End Alignment	$30.00	$40.00	$10.00	33%
Four-Wheel Alignment (inc shims)	$77.00	$105.00	$28.00	36%
MacPherson Strut (part replacement)	$170.00	$246.00	$75.00	44%
Shocks, gas (part replacement)	$71.00	$88.00	$17.00	24%
Rotate Tires (4)	$9.00	$12.00	$3.00	33%
Balance Tires (1)	$7.00	$10.00	$3.00	43%
Balance Tires (4)	$28.00	$40.00	$12.00	43%
Valve Stems	$2.00	$4.00	$2.00	50%
Coolant (drain & fill)	$45.00	$58.00	$12.50	27%
A/C Evacuate & Recharge	$50.50	$67.50	$17.00	34%

USED CARS

The following are average used-car prices for the period ending Feb. 1, 1990. Prices are based on wholesale activity at major dealers across the country. They are divided into three zones as indicated on the accompanying map. These averages are calculated electronically in IBM machines. They are based on clean cars only. Proper allowance should be made for upgrading sharp cars and proper deduction taken for fair cars. Automatic transmissions have been included in the averages of all models. This information is published in *Automotive Fleet* by special permission of Automotive Market Report.



Model	Zone 1	Zone 2	Zone 3
88 BUICK SKYHAWK			
Coupe	5,475	5,529	5,365
Sedan	5,552	5,606	5,443
87 BUICK SKYHAWK			
Cust Coupe	4,474	4,518	4,384
Cust Sedan	4,544	4,589	4,451
88 BUICK SKYLARK			
Cust Sedan	6,610	6,677	6,478
87 BUICK SKYLARK			
Cust Sedan	5,537	5,592	5,425
88 BUICK CENTURY			
Cust Sedan	6,670	6,739	6,538
87 BUICK CENTURY			
Cust Sedan	5,550	5,606	5,439
88 BUICK LESABRE			
Cust Sedan	8,598	8,683	8,427
87 BUICK LESABRE			
Cust Sedan	7,219	7,292	7,075
88 CADILLAC DE VILLE			
Coupe	13,857	13,995	13,578
Sedan	14,019	14,160	13,739
87 CADILLAC DE VILLE			
Coupe	11,347	11,462	11,122
Sedan	11,487	11,604	11,257
88 CADILLAC SEVILLE			
Sedan	15,011	15,161	14,711
87 CADILLAC SEVILLE			
Sedan	12,647	12,775	12,396
88 CHEVY BERETTA			
Coupe	6,352	6,414	6,225
88 CHEVY CORSICA			
Sedan	5,965	6,027	5,849
87 CHEVY BERETTA			
Coupe	5,034	5,085	4,935
87 CHEVY CORSICA			
Sedan	4,641	4,691	4,551
88 CHEVY CAVALIER			
Sedan	5,368	5,422	5,261
87 CHEVY CAVALIER			
Sedan	4,117	4,158	4,036
88 CHEVY CELEBRITY			
Sedan	6,241	6,304	6,116
87 CHEVY CELEBRITY			
Sedan	4,993	5,043	5,894
88 CHEVY CAPRICE			
Sedan	7,107	7,177	6,965
87 CHEVY CAPRICE			
Sedan	5,762	5,818	5,645
88 CHRYSLER NEW YORKER			
Sedan	10,013	10,113	9,812
87 CHRYSLER NEW YORKER			
Sedan	7,152	7,221	7,008
88 CHRYSLER FIFTH AVENUE			
Sedan	9,831	9,930	9,636
87 CHRYSLER FIFTH AVENUE			
Sedan	7,746	7,822	7,590
88 DODGE ARIES AMERICA			
Sedan	4,873	4,920	4,775
87 DODGE ARIES			
Sedan	3,926	3,965	3,846
88 DODGE SHADOW			
Liftbk 5 Dr	5,219	5,272	5,116
87 DODGE SHADOW			
Liftbk 4 Dr	4,299	4,342	4,213
88 DODGE DYNASTY			
Sedan	7,900	7,979	7,742
88 FORD ESCORT			
Htchbk 4 Dr GL	4,411	4,455	4,323
87 FORD ESCORT			
Htchbk 4 Dr GL	3,486	3,522	3,418
88 FORD MUSTANG			
LX 4 Coupe	5,967	6,028	6,846
87 FORD MUSTANG			
LX 4 Coupe	4,875	4,923	4,778
88 FORD TEMPO			
GL Sedan 4 Dr	5,277	5,331	5,172
87 FORD TEMPO			
GL Sedan 4 Dr	4,240	4,284	4,156
88 FORD TAURUS			
GL Sedan 4 Dr	7,023	7,093	6,882
87 FORD TAURUS			
GL Sedan 4 Dr	5,812	5,870	5,697
88 FORD CROWN VICTORIA			
Sedan	9,207	9,299	9,024
87 FORD CROWN VICTORIA			
Sedan	7,665	7,742	7,511
88 FORD THUNDERBIRD			
Coupe	8,150	8,233	7,988
87 FORD THUNDERBIRD			
Coupe	6,721	6,789	6,586
88 LINCOLN			
Town Car Sedan	13,911	14,051	13,631
Mark VII Coupe	15,452	15,605	15,141
Continental Sedan	17,161	17,332	16,818
87 LINCOLN			
Town Car Sedan	11,700	11,815	11,465
Mark VII Coupe	12,470	12,596	12,221
Continental Sedan	12,659	12,787	12,407
88 MAZDA 626			
LX Sedan 4 Dr	8,493	8,577	8,323
88 MERCURY COUGAR			
LS Coupe	8,514	8,599	8,343
87 MERCURY COUGAR			
LS Coupe	7,059	7,129	6,918
88 MERCURY TOPAZ			
GS Sedan 4 Dr	5,363	5,415	5,254
87 MERCURY TOPAZ			
GS Sedan 4 Dr	4,249	4,293	4,165
88 MERCURY SABLE			
GS Sedan	7,129	7,199	6,986
87 MERCURY SABLE			
GS Sedan	5,835	5,895	5,719
88 MERCURY GRAND MARQUIS			
Sedan	9,702	9,798	9,509
87 MERCURY GRAND MARQUIS			
Sedan	8,245	8,326	8,079
88 NISSAN SENTRA			
Sedan 2 Dr	4,586	4,632	4,495
88 NISSAN STANZA			
E Ntch 4 Dr	7,369	7,442	7,222
88 NISSAN MAXIMA			
SE Sedan	11,358	11,472	11,131
87 NISSAN SENTRA			
Sedan 2 Dr	3,753	3,790	3,678
87 NISSAN STANZA			
E Ntch 4 Dr	5,891	5,950	5,773
87 NISSAN MAXIMA			
SE Sedan	8,869	8,959	8,692
88 OLDS CALAIS			
Sedan	6,536	6,600	6,406
87 OLDS CALAIS			
Sedan	5,544	5,599	5,431
88 OLDS CIERA			
Coupe	6,599	6,665	6,468
Sedan	6,670	6,739	6,538
87 OLDS CIERA			
S Coupe	5,536	5,590	5,425
Sedan	5,599	5,657	5,487
88 OLDS CUTLASS SUPREME			
Coupe	7,610	7,687	7,458
87 OLDS CUTLASS SUPREME			
Coupe	6,417	6,482	6,290
Sedan	6,417	6,482	6,290
88 OLDS 98 REGENCY			
Sedan	10,154	10,255	9,950
87 OLDS 98 REGENCY			
Sedan	8,460	8,545	8,290
88 PLYMOUTH RELIANT			
Sedan	4,897	4,946	4,801
87 PLYMOUTH RELIANT			
Sedan	3,945	3,983	3,867
88 PLYMOUTH SUNDANCE			
Liftbk 4 Dr	5,215	5,268	5,111
87 PLYMOUTH SUNDANCE			
Liftbk 4 Dr	4,280	4,323	4,194
88 PLYMOUTH GRAN FURY			
Salon Sedan	5,417	5,472	5,308
87 PLYMOUTH GRAN FURY			
Salon Sedan	4,330	4,373	4,243
88 PONTIAC SUNBIRD			
SE Coupe	5,495	5,552	5,386
Sedan	5,570	5,624	5,459
87 PONTIAC SUNBIRD			
SE Coupe	4,355	4,400	4,269
Sedan	4,289	4,332	4,203
88 PONTIAC 6000			
Coupe	6,311	6,375	6,186
Sedan	6,382	6,445	6,253
87 PONTIAC 6000			
Coupe	5,107	5,158	5,005
Sedan	5,166	5,219	5,064
88 PONTIAC GRAND AM			
Sedan	6,517	6,582	6,385
87 PONTIAC GRAND AM			
Sedan	5,785	5,842	5,669
88 PONTIAC BONNEVILLE			
Sedan	8,569	8,655	8,398
87 PONTIAC BONNEVILLE			
Sedan	7,277	7,350	7,132
88 PONTIAC GRAND PRIX			
Coupe	7,867	7,946	7,712
87 PONTIAC GRAND PRIX			
Coupe	6,532	6,598	6,402
88 TOYOTA COROLLA			
Sedan 4 Dr Deluxe	6,610	6,676	6,478
88 TOYOTA CAMRY			
Sedan 4 Dr Deluxe	8,794	8,881	8,618
88 TOYOTA CRESSIDA			
Lux Sedan	13,266	13,398	13,001
87 TOYOTA COROLLA			
Sedan 4 Dr Deluxe	5,226	5,279	5,122
87 TOYOTA CAMRY			
Sedan 4 Dr Deluxe	7,578	7,653	7,426
87 TOYOTA CRESSIDA			
Lux Sedan	11,079	11,190	10,858
88 VOLKSWAGEN JETTA			
Sedan 4 Dr	7,034	7,104	6,893
87 VOLKSWAGEN JETTA			
Sedan 4 Dr	5,793	5,851	5,677

CALENDAR

MARCH

11-14–Consumer Bankers Association, Automobile Finance Conference, Registry Hotel, Denver, CO. Information: (703) 276-1750.

29-30–Leasing Digest, Lease Company Management In An Era Of Fine Margins Seminar, Westin Hotel, Chicago, IL. Information: (212) 941-5880.

APRIL

19-21–National Truck Equipment Association Annual Convention, Washington Convention Center, Washington, D.C. Information: (800) 321-1988.

19-21–Automotive Fleet & Leasing Association's 22nd Annual Conference, J.W. Marriott, Houston, TX. Information: (213) 376-8788.

21–National Association of Fleet Resale Dealers Spring Convention, J.W. Marriott, Houston, TX. Information: (213) 838-3168.

22-25–National Association of Fleet Administrators' Annual Convention, Westin Hotel, Houston, TX. Information: (201) 494-8100.

MAY

8-13–National Vehicle Leasing Association Annual Convention, Ramada Renaissance, Washington, D.C. Information: (213) 838-3170.

8-11–Thrifty Licensee Meeting, The Swan-Walt Disney World, Orlando, FL. Information: (918) 665-3930.

15-17–National Car Rental Convention, Contemporary Hotel-Walt Disney World, Orlando, FL. Information: (612) 830-2548.

JUNE

10-13–Electric Utilities Fleet Managers Show, Williamsburg Lodge & Conference Center, Williamsburg, VA.

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GAS PRICES

City	UNLEADED Cost Per Gallon Unleaded Full-Serve	Self-Serve
Ketchikan, AK	164.4¢	146.4¢
Little Rock, AR	134.4	97.4
Phoenix, AZ	144.7	109.9
Needles, CA	141.4	114.9
Fort Myers, FL	137.9	106.9
Des Moines, IA	148.0	112.4
Kansas City, KS	125.9	102.2
Grand Rapids, MI	130.2	106.7
Billings, MT	128.2	106.7
Charlotte, NC	142.9	115.9
New York City, NY	122.2	104.9
Portland, OR	112.2	N/A
San Antonio, TX	130.4	96.9
Milwaukee, WI	133.4	102.3
Wheeling, WV	125.6	111.9

The average U.S. full-serve gasoline price for the month of February is 128.9 cents per gallon.
The average U.S. self-serve gasoline price for the month of February is 106.8 cents per gallon.
Survey conducted during the first five working days of February 1990.
Supplied by Runzheimer International, Runzheimer Park, Rochester, WI.